

Supporting Italian SMEs

Milos Carloni, Senior Relationship Manager, MID Corporate



SACE in a nutshell

Combining **insurance and financial services**, we run a unique operating model aimed at Italy's economic development. We support **Italian companies**, particularly **SMEs**, to expand their business abroad.

40 years

26.000 Italian Companies

198 countries

90% SMEs clients

21 € Bn 'Garanzia Italia' transactions



2020 Financials

Deployed Resources <i>(SACE Group)</i>	46 € Bn
Claims paid	163,6 € Mn
Gross profit <i>(SACE S.p.A.)</i>	110,3 € Mn
Net profit <i>(SACE S.p.A.)</i>	79,7 € Mn
Equity	4,7 € Bn
Technical reserves	4,9 € Bn
Fitch's Rating	BBB-
Fitch's SCP	AA

SACE is a joint stock company subject to direction and coordination of the Italian Ministry of Finance.

SACE: new scope of intervention

	«Traditional activity»	«Liquidity Decree» (extended to 31/12/21)	Green New Deal	Domestic Financing
Goal	<ul style="list-style-type: none">• Export & Internationalization• Strategic industries and countries	<ul style="list-style-type: none">• Supporting companies recovering from Covid-19	<ul style="list-style-type: none">• Supporting clean economy, circular economy and sustainable mobility projects in Italy	<ul style="list-style-type: none">• TBD
Type of Intervention	<ul style="list-style-type: none">• Both Marketable (ex. SACE BT) and non-marketable risks	<ul style="list-style-type: none">• Non-marketable (ref. <i>Temporary framework UE</i>)	<ul style="list-style-type: none">• Marketable	<ul style="list-style-type: none">• Marketable

*Introduced by «Decreto Semplificazioni» n. 76 of July 16th 2020

The Italian hub of export and internationalization



Our 4 drivers to support growth

Our Network



- **Our teams of experts** located all around Italy provide companies with dedicated **support**
- Strong **presence in strategic markets**

Smart and digital services



- Online products and services, available on our platform **www.sace.it**
- Increase in **online transactions** thanks to very limited documentation requirements

Promotion and Business Matching



- **New opportunities** for Italian companies to expand their business
- Priority **access to projects** and key representatives of **large foreign Buyers**

Education and Export Culture



- Promotion of a **risk-prevention culture** among Italian exporters
- **4 different export kits** based on our experience
- Partnerships with qualified Institutions (ICE, Confindustria, Ispi etc.)

Our Network

DOMESTIC NETWORK



INTERNATIONAL NETWORK



Our support to SMEs in the railways infrastructure sector

Risks increased due to Covid-19 pandemic

- Increase in costs/contract duration
- Termination by force majeure
- Political Risk
- Counterparty risk
- Potential unfair call of APB/PB issued



sace 
gruppo cdp

Credit
Insurance
Policy

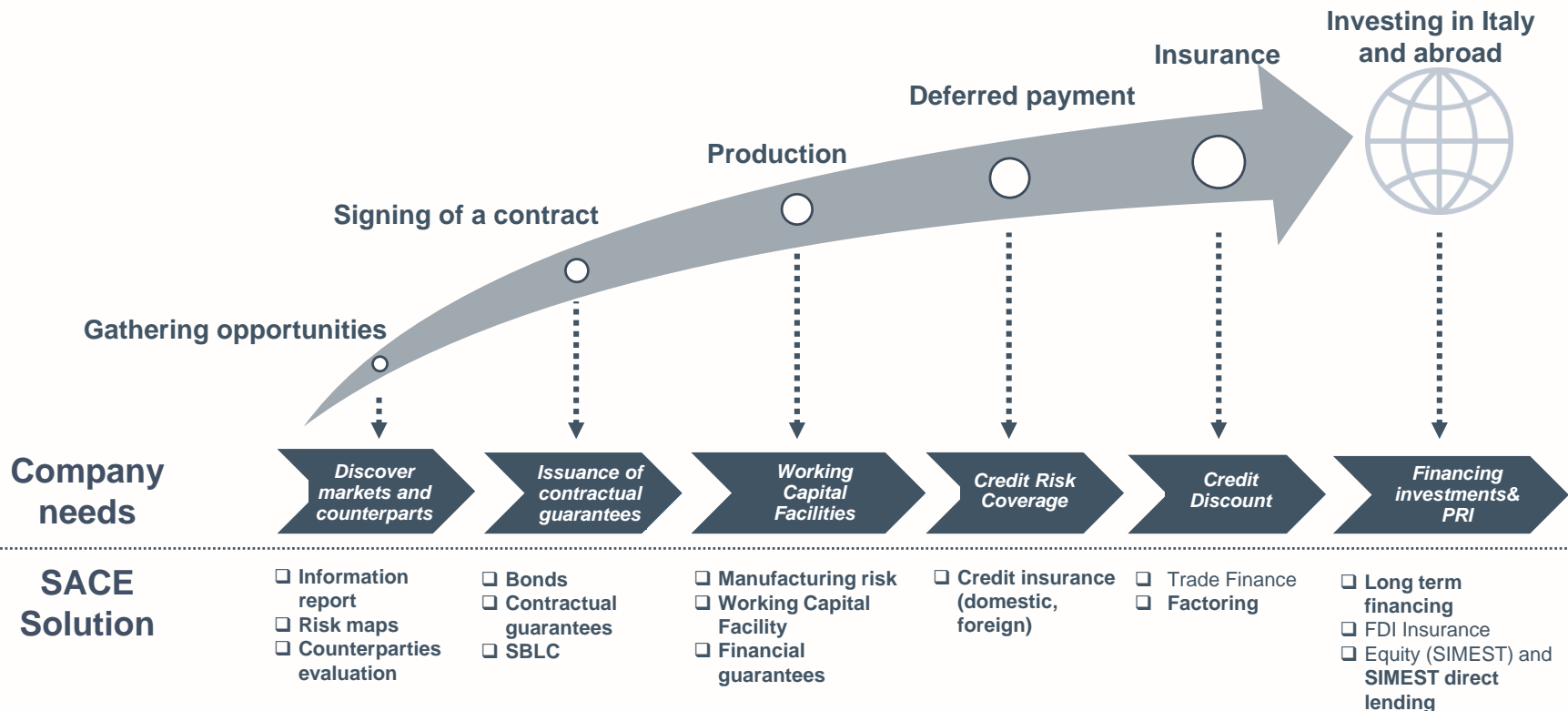
- Cash flow management issues

Trade Finance e Credit
Recovery

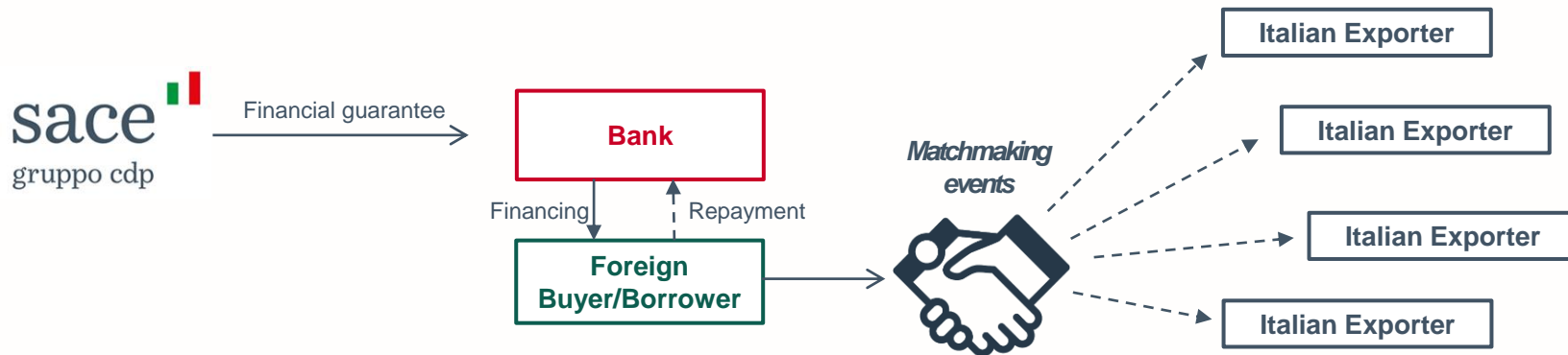
- Limited credit lines

Financial guarantees

Our products to support export and internationalization projects



Our Push Strategy boosts business between International Buyers and SMEs



HOW IT WORKS

MLT financing granted by Italian, International and/or local banks under SACE guarantee up to 80%. Push Strategy financing will be **untied** (not linked to specific contracts/projects)

BENEFITS

For Buyers:

- Diversification of financial sources and credit lines available in the banking system;
- Find new suppliers and increase in the company's vendors list

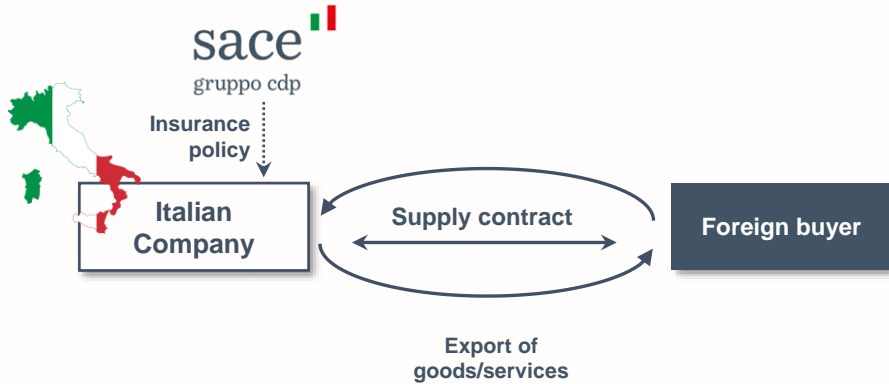
For Italian SMEs:

- Seize new business opportunities with Foreign Buyers
- Direct access to Buyers' procurement managers

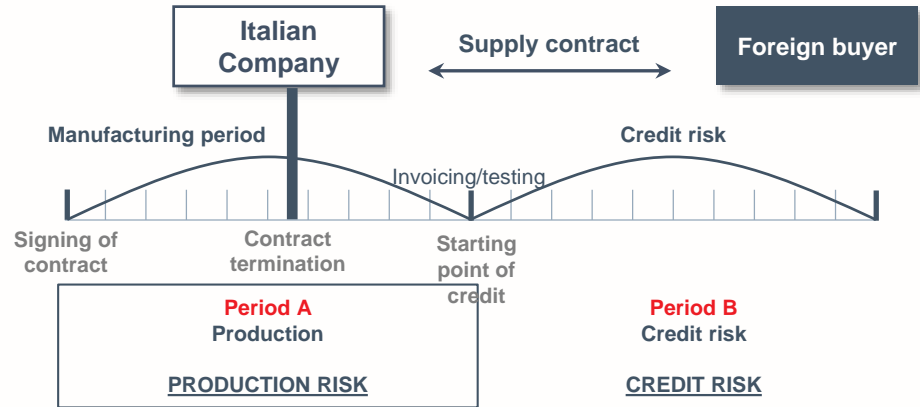
MATCHMAKING EVENTS

- Our Business matching events organized in Italy and abroad, live and online aim at easing contacts between Buyers and Italian SMEs, as a way to increase export.

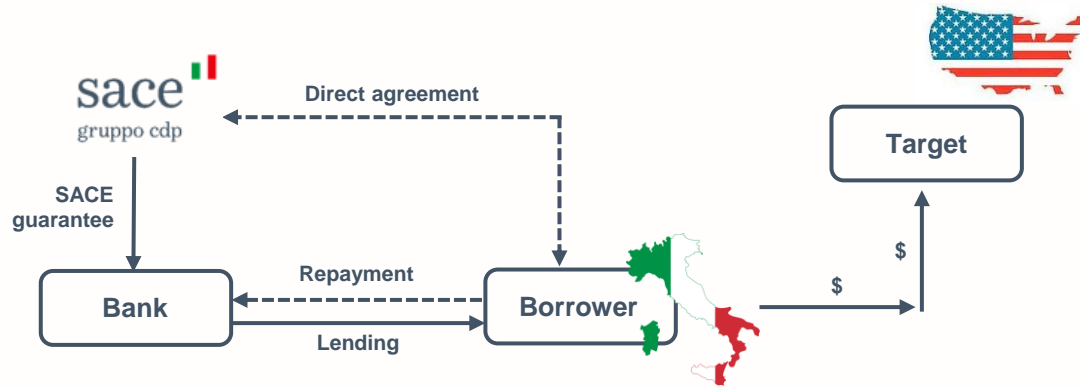
Case study: political & commercial risks



Supplier: Italian Company active in the railways infrastructure sector (renewal of railway line)
 Transaction amount: 15 € M (maximum guaranteed amount)
 Payment structure: 15% advance payment, 85% milestone
 Insurance policy: **Manufacturing + credit risk (political and commercial events) + unfair calling of bonds risk**



Case study: financial guarantee



Borrower: Italian Company active in the railways infrastructure sector
Scope of financing: **Company aquisition in the US market**
Financing amount: 24 € M
Tenor: 60 months
SACE guarantee: 60% of total financed amount

SACE

ROME

Piazza Poli, 37\42
00187 RM

+39 06 67361
info@sacesimest.it

ROME

Milos Carloni

Senior Relationship Manager
m.carloni@sace.it
T +39 338 9416 317

ANCONA

+39 071 29048248/9
ancona@sace.it

BARI

+39 080 5467763
bari@sace.it

BRESCIA

+39 030 2292259
brencia@sace.it

FLORENCE

+39 055 5365705
firenze@sace.it

LUCCA

+39 0583 444234
lucca@sace.it

MILAN

+39 02 4344991
milano@sace.it

MONZA

+39 039 3638247
monza@sace.it

NAPLES

+39 081 5836131
napoli@sace.it

PALERMO

+39 091 7666670
palermo@sace.it

ROME

+39 06 6736309
roma@sace.it

TURIN

+39 0110142450
torino@sace.it

VENICE

+39 041 2905111
venezia@sace.it

VERONA

+39 045 597014
verona@sace.it

GHANA, ACCRA

+39 06 6736000
info@sacesimest.it

BRAZIL, SAO PAULO

+55 11 31712138
saopaulo@sace.it

CHINA, HONG KONG

+852 35076190
hongkong@sace.it

CHINA, SHANGHAI

+8621 51175446
shanghai@sace.it

UAE, DUBAI

+971 45543451
dubai@sace.it

EGYPT, CAIRO

+20 227356875
cairo@sace.it

INDIA, MUMBAI

+91 22 43473470
mumbai@sace.it

KENYA, NAIROBI

+254 719 014 207
nairobi@sace.it

MEXICO, MEXICO CITY

+52 55 24536377
messico@sace.it

RUSSIA, MOSCOW

+7 495 2582155
mosca@sace.it

SOUTH AFRICA, JOHANNESBURG

+27 11 4638595
johannesburg@sace.it

TURKEY, ISTANBUL

+90 2122458430/1
istanbul@sace.it